

**Exhibit B
TO
CONTRACT VA-051025-ASAP**

PRODUCT PRICING

Exhibit "B" is hereby incorporated into and made an integral part of Agreement Number VA-051025-ASAP between ASAP SOFTWARE and the Commonwealth of Virginia.

In the event of any discrepancy between this Exhibit B and Contract VA-051025-ASAP, Exhibit B shall control as to price.

This Exhibit includes pricing for a two-year commitment with two payment options: annual payment and up-front payment. Authorized User shall specify either annual or up-front payment in each order.

All product pricing includes McAfee Gold Support level.

1. McAfee SOFTWARE FOR WINDOWS PRICING

The price per copy for McAfee anti-virus desktop software for Windows shall be \$9.95 for a two-year term. This price can be paid in full up front (\$9.95) or in annual installments as follows: \$5.27 for the first year and \$4.68 for the second year.

After the initial two-year term, each Authorized User shall have the option to renew the software annually for up to three additional years for \$4.68 per copy. These annual renewals are subject to an inflation factor not to exceed 5% per year beginning in the 3rd year.

Servers are treated the same as the client nodes. Servers should be added to the number of clients to calculate the total number of licenses needed.

2. McAfee DESKTOP SOFTWARE FOR MAC PRICING

The price per copy for McAfee anti-virus desktop software for Mac shall be \$8.94 for a two-year term. This price can be paid in full up front (\$8.94) or in annual installments as follows: \$6.39 for the first year and \$2.55 for the second year.

After the initial two-year term, Each Authorized User shall have the option to renew the software annually for up to three additional years for \$2.55 per copy. These annual renewals are subject to an inflation factor not to exceed 5% per year beginning in the 3rd year.

Servers are treated the same as the client nodes. Servers should be added to the number of clients to calculate the total number of licenses needed.

3. CO-TERMINATION OF LICENSES

To support an orderly transition by Authorized Users to McAfee, License fees shall be pro-rated in the first year to allow for co-termination of the licenses for each Authorized User. The following table shows the pro-rated pricing for ASAP anti-virus software for Windows:

	Total Payment, if paid up-front	First Year Payment, if paid annually
Ordered Q1	\$ 9.95	\$ 5.27
Ordered Q2	\$ 8.64	\$ 3.96
Ordered Q3	\$ 7.32	\$ 2.64
Ordered Q4	\$ 6.00	\$ 1.32

The following table shows the pro-rated pricing for ASAP anti-virus software for Mac:

	Total Payment, if paid up-front	First Year Payment, if paid annually
Ordered Q1	\$ 8.94	\$ 6.39
Ordered Q2	\$ 7.34	\$ 4.79
Ordered Q3	\$ 5.75	\$ 3.20
Ordered Q4	\$ 4.15	\$ 1.60

4. McAfee SUPPORT UPLIFT PRICING

McAfee Platinum support is not priced per node. At VITA's request, ASAP shall assign up to four Technical Account Managers (TAMs) to the executive agencies in-scope to VITA for an annual fee of \$24,500 for the first TAM and \$15,000 for each additional TAM. The skus respectively are MRNYDM-AD and MRNYDM-KD.

Any Authorized User may upgrade to Platinum support for a \$24,500 annual fee.

"How to calls" pertaining to migration shall be handled at the gold support level and not at the TAM level.

5. PRICING FOR ADDITIONAL ITEMS

The following items are also available for purchase under this Contract:

Other Services	
Item/Service	Fee
Migration/installation fee (including uninstalling current product)	\$2,375.00 per day
Rate for non-VITA installations and services not covered by the MTC or beyond migration	\$2,375.00 per day
Anti-virus general class day (off-site training; courses are usually 2-3 days in length)	\$649.52 per day per student

6. McAfee SOFTWARE PRICING FOR STUDENTS AND EMPLOYEES

The following prices apply to purchases by Commonwealth employees and students of community colleges and institutions of higher learning:

Student Use Desktop Firewall, per copy per year	\$0.44
Student Use VirusScan, per copy per year	\$0.46
Faculty, Staff and Commonwealth employee Home Use VirusScan Consumer, per copy per year	\$1.09
Student Use Virex (for Mac), per copy per year	\$0.44

7. SHIP TO / BILL TO ADDRESSES

Shipping and billing addresses will be included on the individual Orders of Authorized Users referencing this Contract.

8. DELIVERY SCHEDULE

All shipments shall be FOB destination. Shipping charges shall be included in product pricing. No additional charges are allowed. The delivery schedule shall be specified in any executed Attachment or Order referencing the Agreement, or within five (5) days After Receipt of the Order (ARO) if no date is specified. If delivery of all Products and Software is not completed within the time specified, the Commonwealth may cancel the Agreement or any individual Order without further obligation.

9. VITA POINTS OF CONTACT

Contract Administration/Compliance

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10. CONTRACTOR POINTS OF CONTACT

ASAP State Government Sales

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